ACQUISITION REFORM WEEK
ALPHA CONTRACTING
Presented By

- Michael White, Contracting Officer, 25712
- Based on Material Material Provided by Ginger Rosacia, Contract Specialist, 25734 Alpha Contracting Overview
- Technical Support from Ron Dillon, Contracting Officer, 25713

ACQUISITION REFORM WEEK

Alpha Contracting Overview

Michael White
Contracting Officer

ALPHA CONTRACTING

Defined: An acquisition process adopted to reduce the
cycle time by replacing a ***serial*** process with a ***concu***
through government/contractor teaming without comp
standard of a fair and reasonable price.

THE “SERIAL” APPROACH

- Each professional discipline, in turn, reviews their ‘rice bowl’

  -- Technical, DCMC, DCAA, Contracts

- Significant duplication of effort

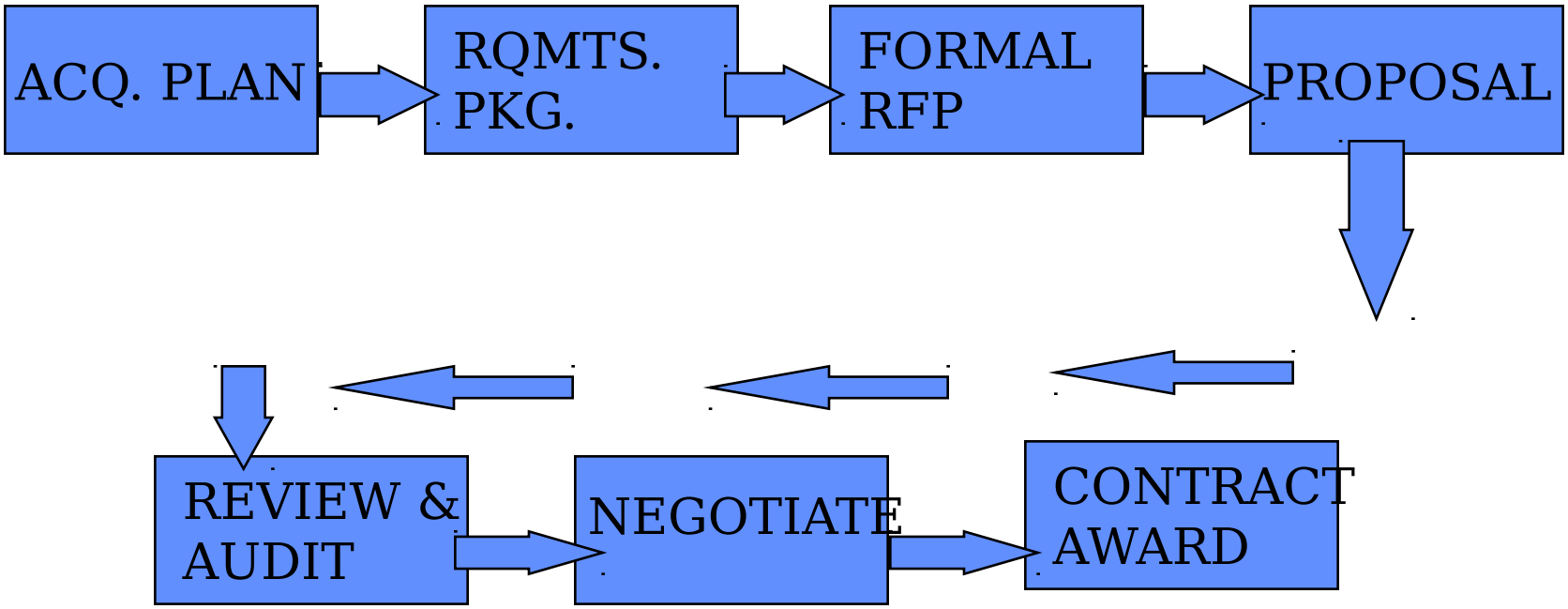
  -- Reexamining initial judgements

  -- Numerous iterations of internal documents, such as PER and Business Clearances

- Contracts is the ‘end of the paperwork line’

  -- Creates a disconnect from rest of team; lengthening, not shortening time for award

TRADITIONAL CONTRACT FORMATION



EXCLUSIVE <u>SERIAL</u> PROCESSING

SERIAL APPROACH

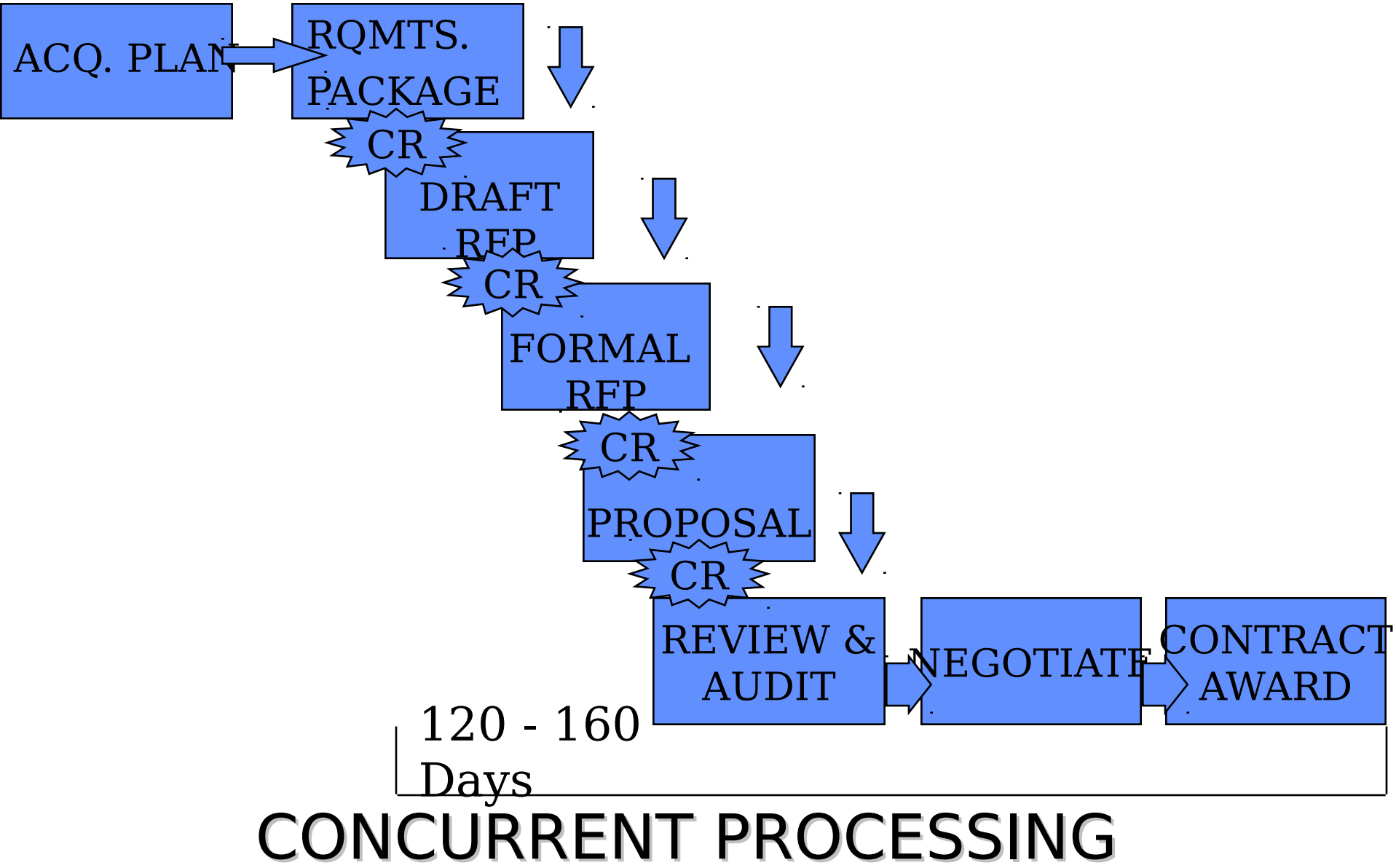
Receipt of PID		1
Synopsis	46	
Draft RFP	61	
Obtain Legal Review	66	
J&A Approved		67
Release RFP	68	
Receive Proposal		158
Evaluate Proposal	248	
Obtain Field Pricing Report	263	
Pre-clearance Approved		278
Negotiations Complete		308
Post-clearance Approved		338
Final Contract Approved		353
CHINFO	355	
Award	356	

12 MONTHS !!!!!!

ALPHA ACQUISITION SUCCESS STORIES

ITEM	CONTRACTOR	VALUE	LEAD TIME*
AVA1	JIL Info. Systems	$5M	80 DAYS
E2C	GRUMMAN	$403M	60 DAYS
H-53 FLIR	HUGHES	$44M	120 DAYS
SH-60UG	LORAL	$242M	108 DAYS
F/A-18E/F	MDA	$3700M	124 DAYS
UAV ARS	SIERRA	$6M	150 DAYS
H-60	SIKORSKY	$128M	120

ALPHA CONTRACTING



CONCURRENT PROCESSING

WHAT IS ALPHA ACQUISITION?
(MORE SPECIFICALLY)

Government and Contractor Teaming:

- Open communication early in the process
- Mutual understanding of the SOW requirements (KR & GOV may co-write)
- Agreement on appropriate scope and hours/task prior to final proposal submittal

THE REQUIREMENTS

- FAR 5.101 enforces Synopsis requirements
- FAR 6.302 enforces CICA J&A requirements
- FAR 15.805-1 requires the PCO to assemble a team to perform an Independent Government Review
- FAR 15.808 requires preparation of Pre- and Post-Clearances
- Technical Review Required

ALPHA'S UNDERLYING REQUIREMENTS

Contractor and the Government must:

- get commitment from all IPT Members
- dedicate resources
- take ownership of the process
- be willing to change existing processes and procedures
- share a common purpose, vision

WHAT TEAM MUST DO

- focus on meeting established milestones
- make sure all the right people attend team meetings (establish common location)
- establish IPT and identify Team Leaders
- define technical review process
- establish a common spreadsheet

PRE-RFP RELEASE:

- clearly establish budgetary ROM
- write sound Draft SOW and preliminary delivery schedule
- answer the question “What do I think this effort should entail?”
- develop mutual understanding of SOW content (discussions)
- finalize strategy for unique contract provisions (e.g.. WARRANTY, GFP)

PROPOSAL SUBMISSION AND REVIEW:

- assemble technical review team on-site
- achieve deeper understanding of SOW content (discussions)
- assign one individual to each cost content summary sheet
- identify who the other Evaluators are
- answer the question “What

NEGOTIATIONS:

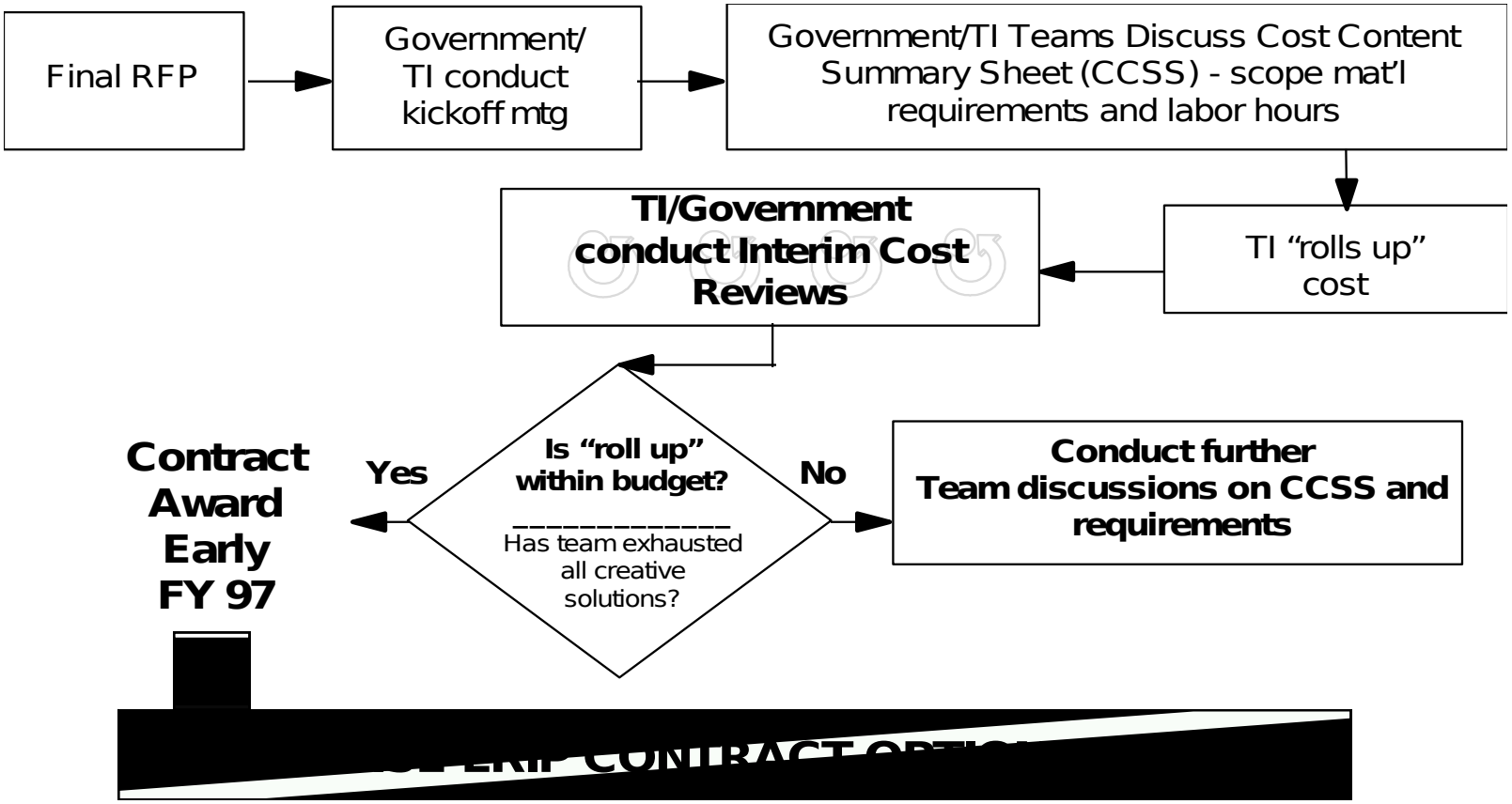
- provide inputs to Team Leader for final review
- contracts writes expedited Pre-clearance
- Team Leaders (only) authorized to discuss effort with Contractor
- all team members available to resolve outstanding issues and fine tune requirements

CONTRACT AWARD:

- Consider award on RFP with required pen and ink changes.
- Maintain close contact with the budget officer for final funding release in a timely manner.

Post RFP Sample Alpha Process

Stoplights (red/yellow/green/blue)


Final RFP
Government/ TI conduct kickoff mtg
Government/TI Teams Discuss Cost Content Summary Sheet (CCSS) - scope mat'l requirements and labor hours
TI "rolls up" cost
TI/Government conduct Interim Cost Reviews
Is "roll up" within budget?
Has team exhausted all creative solutions?
Yes
No
Conduct further Team discussions on CCSS and requirements
Contract Award Early FY 97

SUMMARY OF BENEFITS

ALPHA Acquisition:

- reduces the procurement cycle by six months
- ensures efficient human resource utilization by eliminating the need to re-do tasks (spreadsheet standardization, single technical review, coordinated fact-finding, early coordination of

SUMMARY OF BENEFITS CONTINUED

- Ensures money is spent efficiently through early contractor involvement and thorough Government communication by:
  - creating sanity check against inclusion of impossible or low value added tasks
  - highlighting efficient means to accomplish underlying Government requirements

LESSONS LEARNED

- Controlled release of information
  - speak with one voice on schedule, budget and quantities

- Firm up requirements prior to detail cost estimating

- Entire team needs to be clear on what assumptions are acceptable

- Communication
  - If you don’ know or understand a point, ask

Lessons learned (continued)

- Team leaders must understand (memorize) evaluation
  criteria and evaluate the proposal to the “approved”
  criteria

- Use evaluators who either developed the RFP or are
  extremely familiar with it, thoroughly understand the
  Specifications and Statement of Work

- Evaluators need to be experienced in the type of

Lessons learned (continued)

- Locate all evaluators at the same site

- Problem evaluations are not the result of
  individual evaluator's failures

  - lack of training
  - unavailability of proper Team leaders
  - improper selection

AVOID THIS THINKING!

- RFP is soley the Government's